

# GRAND UNION

1957

Annual Report



*Our Eighty-fifth Year*



# THE GRAND UNION COMPANY

100 Broadway, East Paterson, N. J.

## Annual Report

for the fiscal year ended March 1, 1958

### CONTENTS

FINANCIAL HIGHLIGHTS . . . . .	1
THE YEAR IN REVIEW . . . . .	2-3
CONSOLIDATED BALANCE SHEETS . . . . .	4-5
CONSOLIDATED STATEMENTS . . . . .	6
FIVE YEAR COMPARISONS . . . . .	7
OFFICERS AND DIRECTORS . . . . .	8
AUDITOR'S REPORT . . . . .	8

### FINANCIAL HIGHLIGHTS

The Grand Union Company and its Subsidiaries

	1957	1956
NET SALES	\$427,871,082	\$374,155,488
EARNINGS BEFORE TAXES	\$ 11,583,365	\$ 10,049,315
FEDERAL INCOME TAXES	\$ 5,770,000	\$ 5,000,000
NET EARNINGS	\$ 5,813,365	\$ 5,049,315
EARNINGS PER COMMON SHARE	\$ 2.55	\$ 2.31 *
VALUE OF TOTAL INVENTORIES	\$ 30,694,791	\$ 26,746,000
NUMBER OF COMMON STOCKHOLDERS	6,206	5,673

\*Based on shares outstanding at the end of the year, adjusted for 5% common stock dividend paid May 24, 1957. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.

# THE YEAR IN REVIEW

## *To Stockholders of The Grand Union Company:*

Grand Union's 85th year was the company's best to date. Both sales and earnings reached new levels.

Major developments which contributed to making this twelve-month period outstanding were increased efficiency of operations through complete decentralization of the company's nine geographical divisions, and acceleration of an expansion program through construction of new stores and acquisitions.

### **NEW HIGHS IN SALES AND PROFITS**

Sales of \$427,871,082 were attained during the 52-week fiscal year ended March 1, 1958. This was 14.4% above the previous record of \$374,155,488 set during the 52-week 1956 fiscal year.

Net profits were \$5,813,365 during fiscal 1957. This was equal to \$2.55 per common share, compared with \$5,049,315, equal to \$2.31 per common share during 1956, an increase of 15%. Fiscal 1957 per share figures are based on the number of shares of common stock outstanding at the close of the fiscal year, as against the shares outstanding at the close of the fiscal year 1956, adjusted for the 5% stock dividend paid May 24, 1957.

Cash dividends were raised to an annual rate of \$.72 per share of common stock during 1957 from the cash dividend of \$.60 per share paid in 1956.

After the close of the 1957 fiscal year, the Board of Directors at a meeting on April 11, 1958 voted a 5% stock dividend and a quarterly cash dividend of 20¢ per share on the company's common stock, both payable on May 29 to stockholders of record April 28. Through the latter action, the annual rate of cash dividend on common stock was increased by 11.1%, from \$.72 to \$.80.

### **DECENTRALIZATION COMPLETED**

An important milestone in Grand Union history was passed last June with the complete decentralization of the company's operations. Full authority over store operations, merchandising, sales promotion, and distribution is now exercised through regional and divisional headquarters in the nine geographic areas along the Eastern seaboard in which Grand Union operates stores.

The effectiveness of this implementation of the time-honored axiom that "all business is local" is amply reflected in this year's sales and earnings.

### **EXPANSION ACCELERATED**

Grand Union continued to expand rapidly during the year through construction and acquisition. Thirty-two new markets, averaging 22,897 square feet, were opened in six states and the Province of Ontario. Four stores were enlarged and modernized.

Acquisition of the three H. L. Mills supermarkets in Hagerstown in September marked the company's entry into western Maryland for the first time. This addition also greatly strengthened the Washington Division and laid the groundwork for further expansion in the population growth areas adjacent to the nation's capital.

The tenth state was added to the Grand Union chain

store roster when the six Champagne's Super Markets of New Hampshire were merged with the company in October.

Purchase of a market in Cazenovia, New York, brought the year's acquisitions to ten.

With 42 stores opened and acquired during the year, and 15 smaller, outmoded stores closed, the number in operation at the end of 1957 totaled 381. This contrasts with 354 at the close of 1956.

### **DISTRIBUTION KEEPS PACE**

As the number of Grand Union stores increased, so did the company's distribution facilities. The 375,000 square foot single floor grocery warehouse of the new Metropolitan Distribution Center in Mt. Kisco, N. Y. opened in July. The Center's 180,000 square foot perishables warehouse will open this June to complete one of the largest food distribution units in the East. Now serving 79 Metropolitan Division markets in New York City, Long Island, Westchester County and lower Connecticut, the Center will make possible further rapid expansion in this area.

Now nearing completion in Rexdale, a suburb of Toronto, Canada, is a new 155,000 square foot distribution center to serve the 39 Grand Union-Carroll's stores in Ontario. It is scheduled to open in June.

Distribution facilities in Miami serving the 12-store Florida Division were doubled during the year.

### **TOMORROW'S GROWTH**

Grand Union plans to open at least forty new markets during the fiscal year 1958. Designed to anticipate long-term trends, as well as meet present needs, they will fall into the following categories:

Nine Grand-Way Saving Centers, super general stores from 42,000 to 90,000 square feet in size. These will carry under one roof a full food line and up to 25,000 non-food items ranging from refrigerators and television sets to wearing apparel for the whole family.

Ten supermarkets, 20,000 to 30,000 square feet, in large shopping centers.

Twenty-one other markets, 15,000 to 30,000 square feet, in strip-centers and "single-shot" locations in cities and their suburbs.

In addition, another six markets under 15,000 square feet may be opened in smaller communities.

Very few Grand Union stores will be closed, since the program of replacing or eliminating smaller, outmoded stores has been virtually completed.

### **REVOLUTION IN RETAILING**

Through its Grand-Way Saving Centers, Grand Union has become the first major food chain in the nation to undertake the large-scale development of giant one-stop shopping centers. The new super "General Store" is based on a premise proved sound during nineteen months of experimentation in our Keansburg, N. J., market which served as the Grand-Way prototype. The premise: that the housewife prefers to buy food and many other items for family and household use under one roof at supermarket prices.

Grand-Way stores have also been opened in East Brunswick, New Jersey, and Albany, Poughkeepsie and Cortland, New York.

Further development of this technique of merchandising for the principal needs of the family is expected to be of as great importance to Grand Union in the next decade as was the full development of food supermarkets during the past ten years.

#### **ROUTE DIVISION**

Operations of the Route Division, which now serves customers in 23 states, through direct-to-the home sales routes, continued to be consolidated during the year in the interests of greater efficiency. Routes in operation were reduced from 416 to 360.

#### **TRIPLE-S STAMPS GROW IN POPULARITY**

Continued expansion of operations by the Stop and Save Trading Stamp Corporation, which distributes Triple-S Blue Stamps, was a highlight of the year. The company was organized in November, 1955 by Grand Union to keep pace with the rapid spread of trading stamps as a sales promotion aid.

Distributing Triple-S Blue Stamps through Grand Union markets and 3,600 other retail establishments, the Corporation has redeemed several millions of books of stamps through its 33 modern Redemption Centers. More than 2,000,000 shoppers save Triple-S stamps regularly.

Now employing 200 persons, the Triple-S organization moved its headquarters last May to a new office and warehouse building of 66,000 square feet in South Hackensack, New Jersey.

Featured in the newer Redemption Centers is the company's "Gift-O-Mat", another labor-saving adaptation of the Food-O-Mat, which permits self-service selection of merchandise by the customer.

#### **NORTH AMERICAN EQUIPMENT CORPORATION**

The increasing need for greater productivity of employees in food distribution and commercial warehousing has helped to improve the sales and profit position of North American Equipment Corporation which manufactures and sells Food-O-Mat and other gravity dispensing units for retail store operation and warehousing.

While this is a minor part of our business, several of the larger companies are finding in "Quik-Pik" warehousing equipment a convenient and money-saving method in which to obtain live storage and inexpensive selection of merchandise.

#### **SHOPPING CENTER DEVELOPMENT**

Eastern Shopping Centers, Inc., realty affiliate of Grand Union organized in 1956, set a new record in shopping center history during the year. Just eleven months elapsed between ground-breaking and the opening of its first center, Circle Plaza, last October. Located ten miles south of Asbury Park, N. J., the center has a gross rentable area of 120,000 square feet. It contains a new Grand Union food market and a number of other leading retail stores.

Construction is now well under way on the company's second Center, Prince Georges Plaza, near Washington, D. C. The Hecht Company will be the major tenant, and is expected to occupy its building this Fall. The entire Center, with 700,000 square feet of store space and parking for over 4,000 cars, is scheduled to be in operation early in 1959.

Six other major regional shopping centers are in various stages of planning and development; one each in New York and Massachusetts and four in Florida. Grand Union will have first refusal of the super market location in each.

During the year Eastern Shopping Centers became exclusive rental agent for the owners of proposed shopping centers in Westchester County, New York, and Montgomery County, Maryland. Additional income is expected to be derived from both activities.

#### **PERSONNEL CHANGES**

William F. Dempsey, Vice President in charge of Store Operations since 1953, was elected to the Board of Directors in December. He succeeds Garland Milburn, who for reasons of health resigned as a director and as Vice President in charge of Development. Mr. Milburn is continuing as a Vice President, on special assignment. Earl R. Silvers, Jr., Secretary of the Company since 1956, was elected Vice President in charge of Development. Bertram D. Shepard, General Auditor of the Company since 1952, was elected Secretary.

Following the close of the fiscal year, the Directors at their meeting on April 11, 1958, elected Mr. Dempsey as Senior Vice President of the Company.

Thomas C. Butler, Treasurer since 1936, was named Vice President and Treasurer. Emerson E. Brightman, Director of Merchandising since 1957, and Carl W. Shaver, Director of Sales since 1955, were elected Vice Presidents.

#### **A LOOK AHEAD**

On balance, the year 1957 has been a good year for The Grand Union Company. It has, however, produced its share of problems. Some have been solved; others remain to challenge us.

The food industry is faced at this time with the serious problem of meeting rising costs. In Grand Union, our program of seeking out and retaining the best possible people carries with it the two important corollaries of improved compensation and improved performance. We need an increasingly higher standard of performance from our employees so that our stores may be better operated and our customers better served. We are emphasizing, too, the study of ways in which materials handling equipment and techniques of automation can be applied in a greater degree to the retailing industry. Studies to review the entire process of merchandise handling are now under way.

Effective teamwork and close cooperation between management and employees have been the basis of the company's successful operation to date. New challenges will be met and mastered through the efforts of a skilled and devoted organization. It is our company's strength in these areas that gives us every reason for great confidence in the future of Grand Union.



April 25, 1958

President



# THE GRAND UNION

## CONSOLIDATED

### ASSETS

	<u>MARCH 1, 1958</u>	<u>MARCH 2, 1957</u>
Current assets:		
Cash .....	\$ 8,780,994	\$ 7,166,232
Accounts receivable, less allowance for losses.....	2,461,120	2,119,641
Properties under construction, to be sold and leased back.....	3,943,751	4,133,006
Inventories, at the lower of cost or market (Note 1).....	<u>30,694,791</u>	<u>26,746,000</u>
Total current assets.....	45,880,656	40,164,879
Investment in affiliated company, at cost (Note 2).....	2,000,000	2,000,000
Fixed assets, at cost less allowances for depreciation and amortization; 1958, \$13,533,709; 1957, \$10,200,903:		
Warehouse and store properties.....	6,079,043	5,878,235
Fixtures and equipment.....	25,901,655	22,024,916
Leasehold improvements.....	6,199,130	4,599,696
Premiums advanced to customers, less allowance for losses.....	507,152	580,526
Operating and construction supplies.....	690,008	558,189
Other assets and deferred charges.....	1,815,901	1,419,288
Cost of investments in subsidiaries over related net assets at dates of acquisition.....	<u>2,755,929</u>	<u>2,236,863</u>
	<u>\$91,829,474</u>	<u>\$79,462,592</u>

### NOTES TO FINANCIAL STATEMENTS

1 Cost of inventories is determined as follows: at warehouses, "average" or "first-in, first-out"; at retail outlets, "retail method."

2 Investment in affiliated company represents approximately 32% of the outstanding common stock of Eastern Shopping Centers, Inc., organized to acquire, develop and operate shopping centers. The net assets of Eastern Shopping Centers, Inc. at December 31, 1957 amounted to \$6,100,504.

3 The debentures are convertible into common stock at a price at March 1, 1958 of \$20.74 principal amount of debentures for each share of stock. The conversion price increases after September 15, 1959 and is subject to certain adjustments as specified in the indenture.

4 The note agreements and the debenture indenture contain provisions as to the maintenance of working capital and payment of cash dividends. The most restrictive of these provides that consolidated working capital may not be less than \$14,500,000 and that payments for net acquisitions of the company's stocks and for cash dividends will be limited in the aggregate to 75% of the consolidated net earnings after March 2, 1957. Since March 2, 1957, 75% of the consolidated net earnings have exceeded such payments by approximately \$2,600,000.

5 The company, under employees' restricted stock option plans, has granted options to certain officers and employees to purchase shares of common stock at 95% of market price on the dates the options were granted. Options granted are exercisable

# COMPANY AND ITS SUBSIDIARIES

## BALANCE SHEETS

### LIABILITIES

Current liabilities:	MARCH 1, 1958	MARCH 2, 1957
Bank loans and acceptances payable.....	\$ 786,865	\$ 3,922,482
Promissory notes due within one year.....	650,000	500,000
Accounts payable and accrued expenses.....	20,759,285	17,430,916
Provision for federal income taxes.....	5,169,337	4,596,798
Total current liabilities.....	27,365,487	26,450,196
Promissory notes payable after one year in varying amounts annually through 1973.....	16,887,500	12,537,500
3½ % Convertible subordinated debentures, due 1969 (Note 3).....	2,191,100	2,558,900
Liability for unredeemed trading stamps, less estimated amount included in current accrued expenses (\$2,272,337 at March 1, 1958).....	1,800,000	1,430,000
Other noncurrent liabilities and reserves.....	1,262,451	818,569
	<u>\$49,506,538</u>	<u>\$43,795,165</u>

### CAPITAL

4½ % Cumulative preferred stock, \$50 par value, callable at \$52 per share; authorized 116,000 shares, issued 115,529 shares.....	\$ 5,776,450	\$ 5,776,450
Common stock, \$5 par value, authorized 4,000,000 shares, issued 2,180,815 shares at March 1, 1958 (Notes 3 and 5).....	10,904,075	9,902,265
Capital surplus, as annexed.....	19,014,385	14,599,728
Earnings retained for use in the business, as annexed (Note 4).....	6,829,319	5,589,960
	<u>42,524,229</u>	<u>35,868,403</u>
Less, Treasury stock at cost (1,366 common shares, \$5,503; 4,540 preferred shares, \$195,790; at March 1, 1958).....	201,293	200,976
	<u>\$42,322,936</u>	<u>\$35,667,427</u>
	<u>\$91,829,474</u>	<u>\$79,462,592</u>

### NOTES TO FINANCIAL STATEMENTS

at various dates to December 31, 1965. A summary of transactions in shares for the current fiscal year with respect to stock options under the plans follows:

Options outstanding March 2, 1957.....	174,819
Options granted at \$26.37, \$28.86 and \$33.85 per share.....	44,815
Shares added to reflect 5 % stock dividend.....	9,773
	<u>229,407</u>
Options exercised, cancelled or expired .....	24,737
Options outstanding March 1, 1958 at prices ranging from \$10.57 to \$33.85 per share.....	<u>204,670</u>

There were 32,909 additional shares available for future options at the end of the year.

6 The companies have 351 leases on store and warehouse properties expiring after February 29, 1961. The minimum annual rentals on such leases, not including real estate taxes or other expenses payable under the terms of certain of the leases, aggregate approximately \$7,430,000 of which \$1,670,000 applies to properties not yet in operation at March 1, 1958. Of the aggregate annual rentals, \$2,030,000 applies to leases expiring prior to March 1, 1968, and \$5,400,000 applies to leases expiring thereafter but prior to 1991.

7 Costs and expenses include depreciation and amortization of \$3,337,268 and \$2,676,693 for the periods ended in 1958 and 1957, respectively.

# CONSOLIDATED STATEMENTS

## INCOME AND RETAINED EARNINGS

	FIFTY-TWO WEEKS ENDED MAR. 1, 1958	FIFTY-TWO WEEKS ENDED MAR. 2, 1957
NET SALES.....	\$427,871,082	\$374,155,488
Cost of sales.....	341,904,912	300,532,296
Gross profit.....	<u>\$ 85,966,170</u>	<u>\$ 73,623,192</u>
Operating and general expenses:		
Salaries and bonuses to employees in the sales departments.....	\$ 35,104,231	\$ 29,929,101
Other selling and administrative and general expenses.....	\$ 38,584,155	\$ 32,963,649
	<u>\$ 73,688,386</u>	<u>\$ 62,892,750</u>
	\$ 12,277,784	\$ 10,730,442
Other deductions, principally interest expense, net.....	694,419	681,127
Income before provision for income taxes.....	11,583,365	10,049,315
Provision for United States and Canadian income taxes.....	5,770,000	5,000,000
NET INCOME.....	5,813,365	5,049,315
Retained earnings at beginning of period.....	5,589,960	4,690,378
	<u>11,403,325</u>	<u>9,739,693</u>
Deduct, Dividends:		
On common stock:		
In cash, \$.72 per share.....	1,514,685	1,145,598
In common stock, based on market price.....	2,809,604	2,754,412
On 4½ % cumulative preferred stock, in cash.....	249,717	249,723
Earnings retained for use in the business at end of period (Note 4)	<u>\$ 6,829,319</u>	<u>\$ 5,589,960</u>

## CAPITAL SURPLUS

Balance, beginning of period.....	\$ 14,599,728	\$ 9,547,414
Add:		
Excess of retained earnings capitalized in connection with stock dividends over the par value of shares issued.....	2,307,889	2,310,152
Excess of amounts received over par value of shares of common stock issued under employees' stock option plans (Note 5).....	154,451	160,231
Excess of market over par value of shares of common stock issued in exchange for investments in subsidiaries.....	1,679,383	2,119,205
Excess of principal amount of debentures converted to common stock over the par value of shares issued (Note 3).....	272,934	462,726
Balance, close of period.....	<u>\$ 19,014,385</u>	<u>\$ 14,599,728</u>

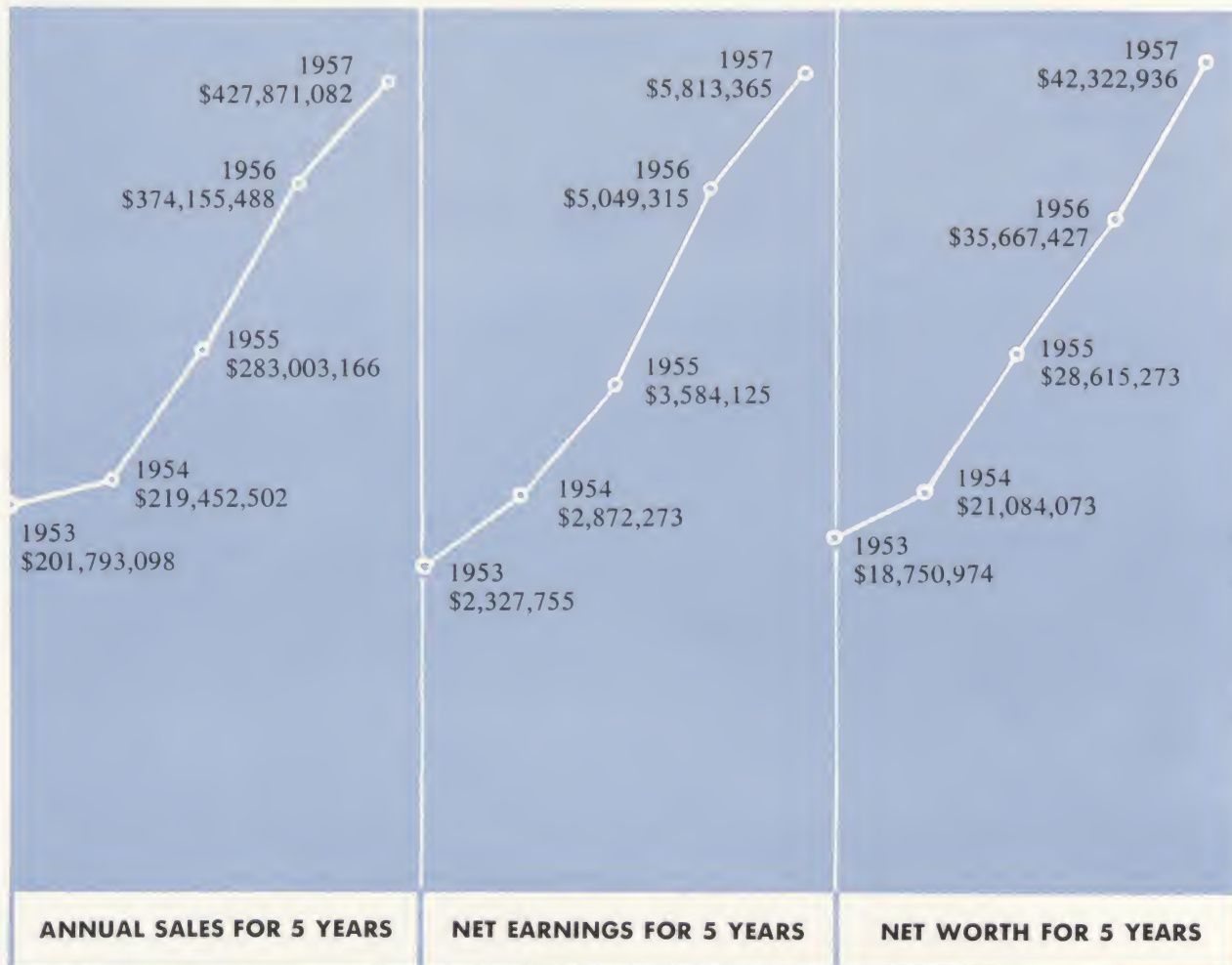
*The accompanying notes are an integral part of these statements.*

# FIVE YEAR COMPARISONS

## RELATING TO OPERATIONS

YEAR	NET SALES	EARNINGS BEFORE TAXES ON INCOME	FEDERAL INCOME TAXES	NET EARNINGS	EARNINGS PER COMMON SHARE*
1957	\$427,871,082	\$11,583,365	\$5,770,000	\$5,813,365	\$2.55
1956	\$374,155,488	\$10,049,315	\$5,000,000	\$5,049,315	\$2.31
1955	\$283,003,166	\$ 7,284,125	\$3,700,000	\$3,584,125	\$1.71
1954	\$219,452,502	\$ 5,622,273	\$2,750,000	\$2,872,273	\$1.59
1953	\$201,793,098	\$ 4,402,755	\$2,075,000	\$2,327,755	\$1.28

\* Based on shares outstanding at the end of the respective periods adjusted for (a) subsequent common stock dividends which were paid at the rate of 5% during each of the years 1953, 1954, 1956, 1957, and at the rate of 4% during the year 1955, and (b) the two-for-one split effective May 26, 1955. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.



# THE GRAND UNION COMPANY

## OFFICERS

LANSING P. SHIELD, President

HUGH J. DAVERN, Senior Vice President

THOMAS C. BUTLER, Vice President and Treasurer

GARLAND MILBURN, Vice President

WILLIAM H. PREIS, Vice President

LLOYD W. MOSELEY, Vice President

WILLIAM F. DEMPSEY, Senior Vice President

EARL R. SILVERS, JR., Vice President

EMERSON E. BRIGHTMAN, Vice President

CARL W. SHAVER, Vice President

BERTRAM D. SHEPARD, Secretary

CHARLES G. RODMAN, Executive Assistant to the President

## DIRECTORS

THOMAS C. BUTLER  
Vice President &  
Treasurer

HUGH J. DAVERN  
Senior Vice President

WILLIAM F. DEMPSEY  
Senior Vice President

RAYMOND H. FOGLER  
Former President  
W. T. Grant Company

\*LOUIS A. GREEN  
Partner, Stryker & Brown  
Securities, New York City

IRVING KAHN  
Partner, J. R. Williston and Beane  
Securities, New York City

WILLIAM I. MYERS  
Dean, College of Agriculture  
Cornell University, Ithaca, New York

\*JOHN E. RAASCH  
Former President and Chairman of the  
Board of Directors, John Wanamaker

\*THOMAS J. SHANAHAN  
President, Federation Bank and  
Trust Company, New York City

\*LANSING P. SHIELD  
President

\*Executive Committee

## TRANSFER AGENT

THE CHASE MANHATTAN BANK

11 Broad Street, New York, N. Y.

## REGISTRAR

THE CHEMICAL CORN EXCHANGE BANK

30 Broad Street, New York, N. Y.

## AUDITOR'S REPORT

TO THE STOCKHOLDERS,

*The Grand Union Company, East Paterson, New Jersey*

We have examined the consolidated balance sheet of The Grand Union Company and its subsidiaries as of March 1, 1958 and the related statements of income and retained earnings and of capital surplus for the fifty-two weeks then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We were furnished with financial statements of certain domestic subsidiaries, together with the reports thereon of other accountants. We made a similar examination for the fifty-two weeks ended March 2, 1957.

In our opinion, based upon our examinations and upon the above-mentioned reports of other accountants, the accompanying balance sheets and related statements of income and retained earnings and of capital surplus (pages 4 to 6) present fairly the consolidated financial position of The Grand Union Company and its subsidiaries at March 1, 1958 and March 2, 1957 and the consolidated results of their operations for the fifty-two week periods then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

*New York, April 21, 1958*

*Lybrand, Ross Bros. & Montgomery*



# GRAND UNION *operates Food Markets in 308 communities in 10 Eastern States, the District of Columbia and Canada.*

## CONNECTICUT

BRISTOL  
DANBURY (2)  
DARIEN  
FAIRFIELD  
GLENBROOK  
GREENWICH  
HAMDEN  
MANCHESTER  
NAUGATUCK  
NEW CANAAN  
NEW HAVEN  
NEWTOWN  
NORWALK  
SOUTHINGTON  
STAMFORD  
WEST HARTFORD  
WEST HAVEN  
WETHERSFIELD

## DISTRICT OF COLUMBIA

WASHINGTON (5)

## FLORIDA

CORAL GABLES  
KENDALL  
MIAMI (6)  
NORTH MIAMI (2)  
OPALOCKA  
RIVIERA BEACH

## MARYLAND

BETHESDA  
HAGERSTOWN (3)  
HYATTSVILLE  
OXON HILLS  
RIVERDALE  
ROCKVILLE  
TACOMA PARK  
WHEATON

## MASSACHUSETTS

GREENFIELD

## NEW HAMPSHIRE

CONCORD  
EXETER  
MANCHESTER (3)  
NASHUA

## NEW JERSEY

ASBURY PARK  
BERGENFIELD  
BLAIRSTOWN  
BRANCHVILLE  
BURLINGTON  
CARLSTADT  
CEDAR GROVE  
CLIFTON (2)  
DENVER  
EAST BRUNSWICK  
EAST PATERSON (2)  
ENGLEWOOD  
FAIR LAWN (2)  
FREEHOLD  
GLEN RIDGE  
GLEN ROCK  
HACKENSACK  
HALEDON  
HAWTHORNE  
HO-HO-KUS  
KEANSBURG  
MANASQUAN  
MAYWOOD  
MIDLAND PARK  
MORRISTOWN  
MT. HOLLY  
NEWTON  
NIXON  
NORTH ARLINGTON  
NORTH BRUNSWICK  
OGDENSBURG  
ORADELL  
PARAMUS  
PATERSON  
PLAINFIELD  
RAHWAY  
RAMSEY (2)  
RIDGEWOOD  
RUTHERFORD  
SAYREVILLE  
SOMERVILLE  
SPRINGFIELD  
SUMMIT  
TENAFLY  
TOMS RIVER  
UNION  
WALDWICK  
WASHINGTON  
WAYNE  
WEST ENGLEWOOD  
WEST ORANGE  
WESTWOOD  
WYCKOFF

## NEW YORK

ADAMS  
AFTON  
ALBANY  
AMSTERDAM  
AUBURN  
AU SABLE FORKS  
BABYLON  
BAINBRIDGE  
BALLSTON SPA  
BATH  
BAY SHORE  
BEACON  
BINGHAMTON (4)  
BOLTON LANDING  
BOONVILLE  
CANTON  
CAZENOVIA  
CHAMPLAIN  
CHAPPAQUA  
COBLESKILL  
COLD SPRING  
COMMACK  
COOPERSTOWN  
CORNWALL-ON-HUDSON  
CORTLAND  
CROGHAN  
CROTON-ON-HUDSON  
CROWN POINT  
DANVILLE  
DELHI  
DELMAR  
DE WITT  
DOBBS FERRY  
DOVER PLAINS  
EAST SYRACUSE  
EAST WILLISTON  
ELIZABETHTOWN  
ELMIRA (3)  
ENDICOTT (2)  
FISHKILL  
FORT EDWARD  
GARDEN CITY (2)  
GLEN COVE  
GLENS FALLS (2)  
GLENVILLE  
GOSHEN  
GRANVILLE  
GREAT NECK (2)  
HAMILTON  
HANCOCK  
HARTSDALE  
HAVERSTRAW  
HERMON  
HIGHLAND  
HIGHLAND FALLS  
HIGHLAND MILLS  
HOBART  
HOOSICK FALLS  
HORSEHEADS  
HUDSON  
HUDSON FALLS  
HYDE PARK  
INDIAN LAKE  
IRVINGTON  
ITHACA  
JOHNSON CITY  
JORDAN  
KEESEVILLE  
KINGSTON (2)  
LAKE GEORGE  
LAKE PLACID  
LARCHMONT (2)  
LATHAM  
LEVITTOWN (2)  
LONG LAKE  
LOWVILLE

MAHOPAC  
MAMARONECK  
MANHASSET  
MARATHON  
MASSAPEQUA  
MIDDLETOWN  
MILLBROOK  
MONROE  
MORAVIA  
MOUNT VERNON  
NANUET  
NASSAU  
NEWBURGH  
NEW HARTFORD  
NEW PALTZ  
NEW ROCHELLE  
NEW YORK (26)  
BRONX (7)  
MANHATTAN (11)  
QUEENS (8)  
NYACK  
ONEIDA  
ONEONTA  
OSSINING  
OWEGO  
PAINTED POST  
PATCHOGUE  
PAWLING  
PEARL RIVER  
PEEKSKILL  
PELHAM MANOR  
PERU  
PINE PLAINS  
PLAINVIEW  
PLATTSBURGH  
PLEASANTVILLE  
PORT HENRY  
PORT JERVIS  
PORT WASHINGTON  
POUGHKEEPSIE (2)  
RED HOOK  
REMSEN  
RENSSELAER  
ROCKVILLE CENTRE  
ROTTERDAM  
ROUSES POINT  
RYE  
SALEM  
SARANAC LAKE  
SARATOGA  
SAUGERTIES  
SCHENECTADY  
SCHROON LAKE  
SCHUYLERVILLE  
SCOTIA  
SOUTH GLENS FALLS  
SPRING VALLEY  
SUFFERN  
SYRACUSE  
TARRYTOWN (2)  
TICONDEROGA  
TROY  
TUCKAHOE  
TUPPER LAKE  
TUXEDO  
UNION  
UTICA  
VALLEY STREAM  
VESTAL  
WALDEN  
WANTAGH  
WAPPINGERS FALLS  
WARRENSBURG  
WARWICK  
WASHINGTONVILLE  
WATERLOO  
WATERTOWN  
WATERVILLE

WAVERLY  
WAYLAND  
WESTPORT  
WHITEHALL  
WHITE PLAINS  
WHITNEY POINT  
WILLSBORO  
WOODSTOCK

## PENNSYLVANIA

BLOSSBURG  
GALETON  
MATAMORAS  
MILFORD  
WILKES-BARRE

## VERMONT

BARRE  
BENNINGTON  
BRANDON  
BRATTLEBORO  
BRISTOL  
BURLINGTON  
ESSEX JUNCTION  
FAIRHAVEN  
JOHNSON  
MANCHESTER CENTER  
MORRISVILLE  
NEWPORT  
NORTH BURLINGTON  
NORTHFIELD  
SOUTH BURLINGTON  
ST. ALBANS  
WILMINGTON  
WINOOSKI

## VIRGINIA

ALEXANDRIA (2)  
ARLINGTON (4)  
CLARENDON  
FAIRFAX  
FALLS CHURCH (2)  
RICHMOND

## ONTARIO, CANADA

ACTON  
AJAX  
ANCASTER  
AYLMER  
BRANTFORD  
BURLINGTON  
CALEDONIA  
DELHI  
DUNDAS  
DUNNVILLE  
FERGUS  
GALT  
GEORGETOWN  
GRIMSBY  
GUELPH  
HAGERSVILLE  
HAMILTON (7)  
INGERSOLL  
KITCHENER (2)  
LONDON (2)  
NIAGARA FALLS  
NORWICH  
OAKVILLE  
STONY CREEK  
STRATHROY  
TORONTO (3)  
WELLAND  
WESTON  
WHITBY



**THE GRAND UNION COMPANY**

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